



## **AIR 2.0 BRIEFING**

**PRESENTATION TO:**

**NAVAIR Small Business Aviation Technology  
Conference**

**CAPT BRUCE LEMLER**

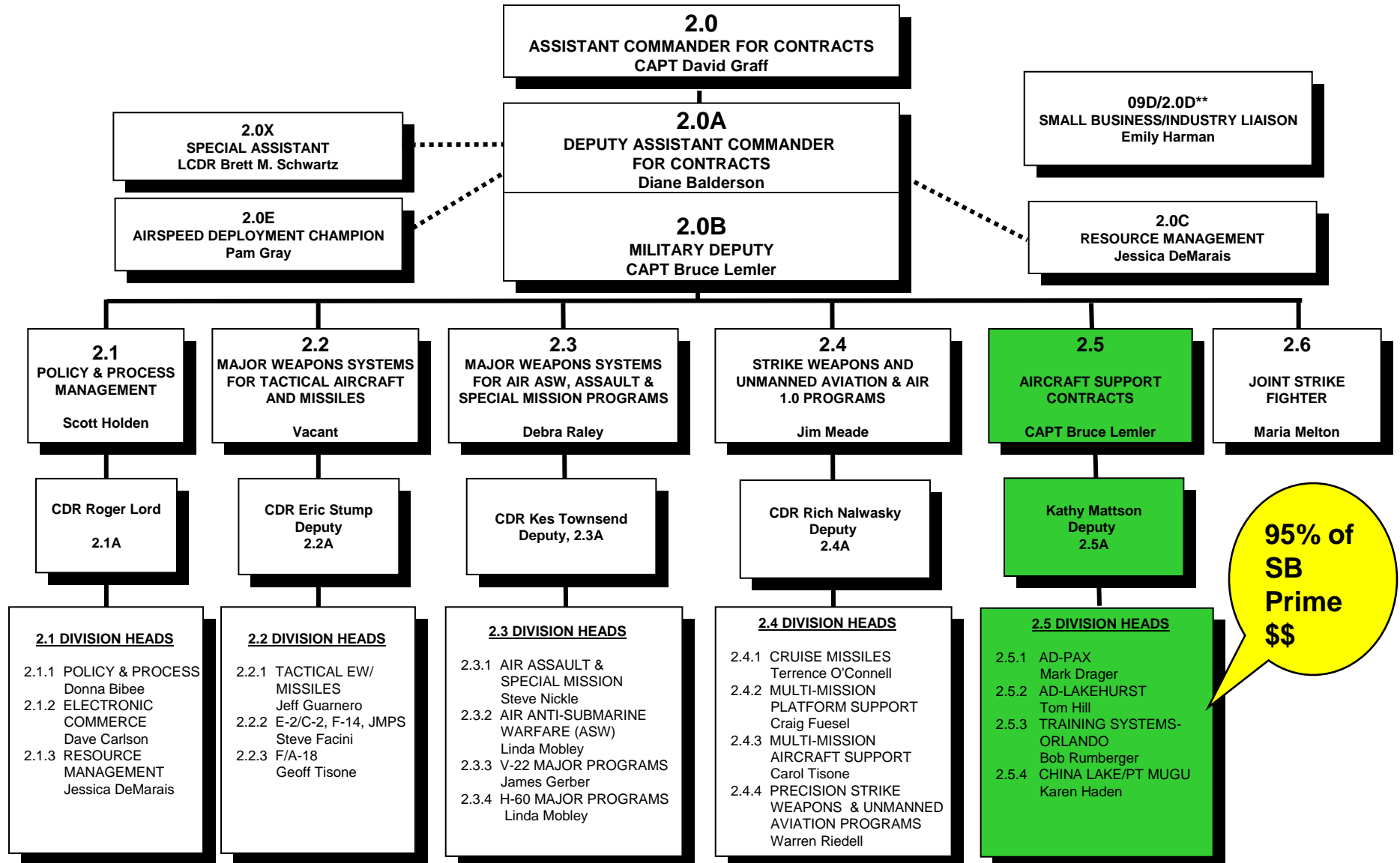
**30 November 2006**

# Topics

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- **NAVAIR Contracts Overview**
- **SeaPort Enhanced**

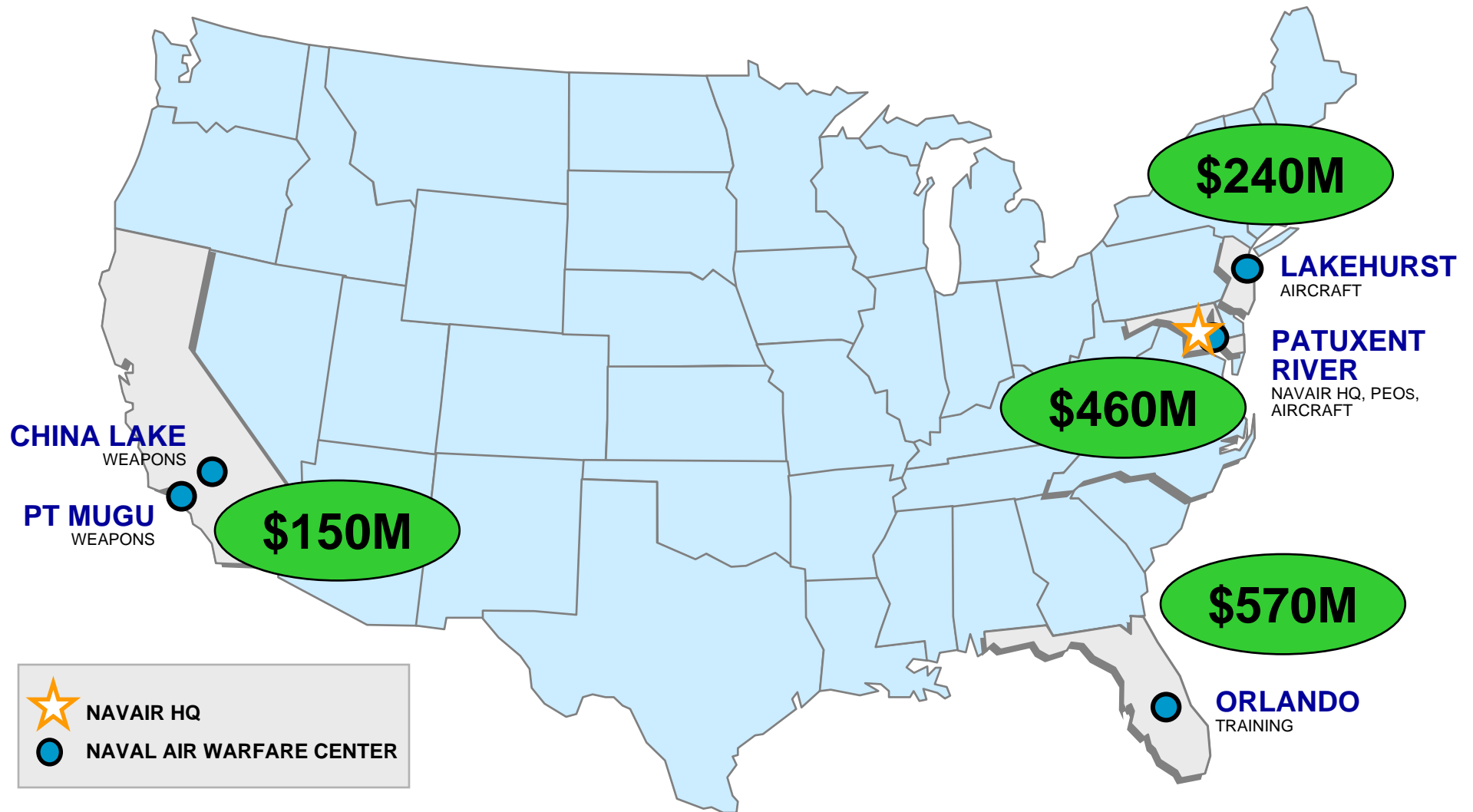
# NAV AIR 2.0 ORGANIZATION



Submit updates to LCDR Brett M. Schwartz

\*\*Reports directly to Vice Commander  
\*\*Administratively housed in Air 2.0

# NAVAIR Field Contracting Sites



**\$1.42B Small Business Prime Contract Dollars**

# NAVAIR and Small Business

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**What is AIR-2.0's role in ensuring Small Businesses are provided opportunities to participate in NAVAIR Contracts as prime or subcontractors?**

- **Early coordination with Small Business Office**
- **Perform market research**
- **Issue sources sought to identify capability and interest**
- **Work with the customer to determine if efforts can be split**

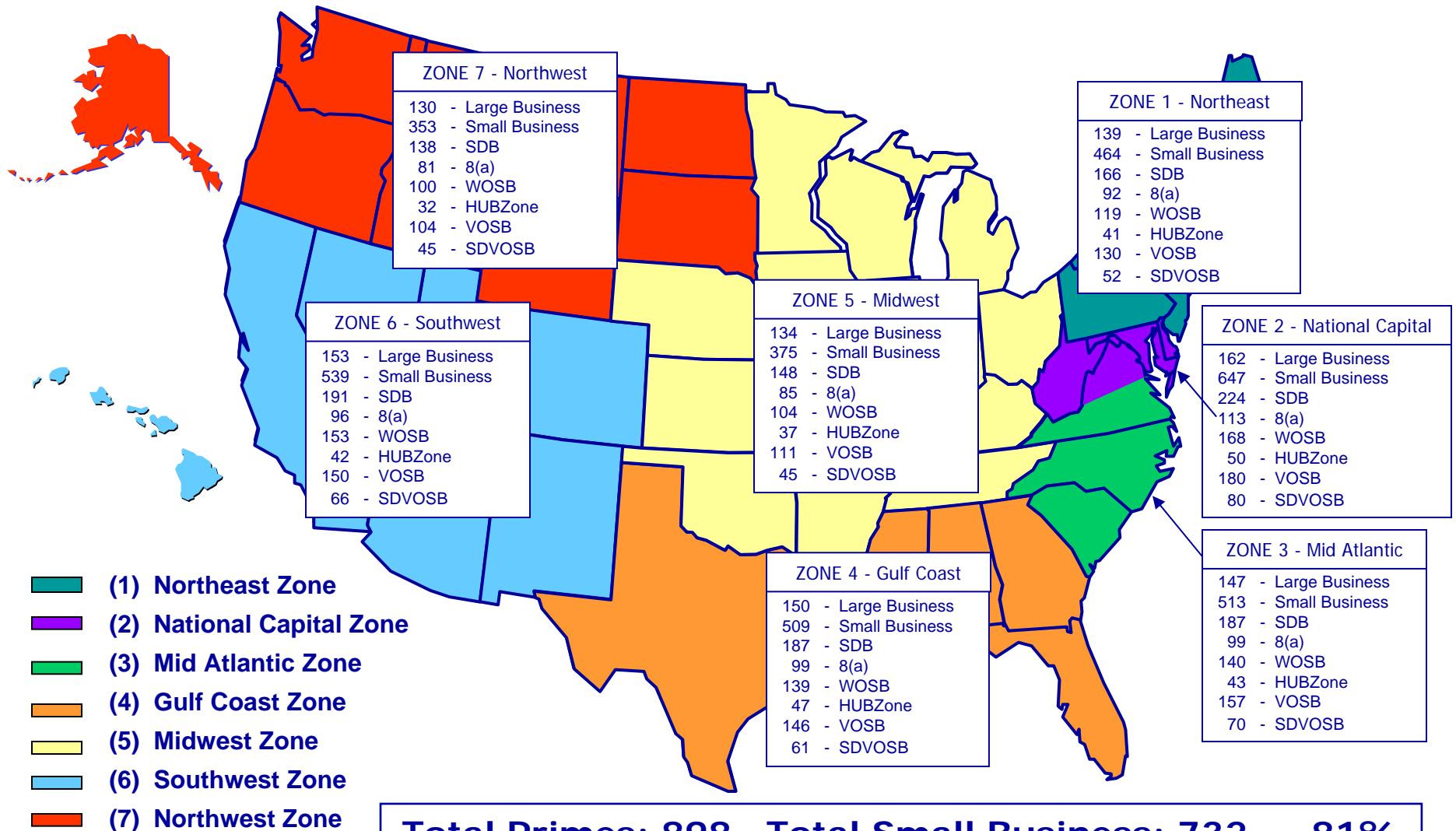


# What Is SeaPort-e?

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- SeaPort-e is a Set of Multiple Award Contracts:
  - **The Navy Virtual SYSCOM's Enterprise solution to acquire Engineering, Financial, and Program Management support services**
  - **SeaPort Navy service procurement vehicle:**
    - Currently comprised of 898 prime contractors (81% of whom are small businesses), each competing for individual task orders
    - Requirements are competed in one of seven geographic zones based upon principal place of performance
- SeaPort-e is also a Web-Based Portal:
  - **The portal provides a means for electronically competing & awarding task order solicitations issued under the SeaPort MACs**
  - **The system facilitates the acquisition and management of services**

# VS SeaPort-e Zones





# Programmatic Approach

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- SeaPort-e Multiple Award Contract:
  - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
    - [www.seaport.navy.mil](http://www.seaport.navy.mil) (MAC Scope tab)
- Allow for small business set-asides
  - Competitions may be restricted to small businesses, and also to certain small business sub-categories (HUBZone, 8(a), SDVOSB)
- Rolling Admissions conducted annually
  - Allows for base contract awards to new contractors & for existing contractors to expand into other geographic zones

# NAVAIR SeaPort-e Usage Policy

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- SeaPort-e is the mandatory acquisition vehicle to competitively procure Engineering, Financial, and Program Management contractor support services
- There will be a logical transition from existing contractor support services contracting vehicles
  - Use of an alternate vehicle if it is in the best interest of the Government is allowed with appropriate approval
  - Use of SeaPort-e for other types of services is encouraged, but not mandatory at this time
  - Existing contracts will not be abandoned
    - **They will be allowed to complete their full period of performance, including options**

# NAVAIR Utilization of SeaPort-e

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NAVAIR Site	Task Orders Awarded	Task Orders In Process
Pax River	50	30
Lakehurst	3	5
China Lake/Point Mugu	12	3
Orlando	1	0
Total	66	38

- Average Cycle time is 74 working days
- 60% received > one proposal

# NAVAIR SeaPort-e Small Business Strategy

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- Review previous acquisition history
- Review small businesses within zone and socioeconomic status to determine if set-aside is possible
- Each task order reviewed by cognizant Deputy for Small Business for potential set asides
- Government will reserve the right to set aside any requirement – must be noted in the TO Solicitation
- Conduct sources sought using Bid Event Site
- Cascading set-asides are no longer allowed

# SeaPort-e Small Business Results

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**Small Business Primes have received:**

<b>NAVAIR</b>	<b>Virtual SYSCOM</b>
<b>44% of all orders</b>	<b>45% of all orders (359 orders)</b>
<b>48% of the total value of all orders (\$392,989,778)</b>	<b>33% of the total value of all orders (\$2,524,019,336)</b>
<b>46% of the dollars obligated (\$39,189,046)</b>	<b>34% of dollars obligated (\$582,697,977)</b>

# SeaPort-e Small Business Results

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Category	NAVAIR	Virtual SYSCOM
Veteran-Owned	8 awards \$116,602,745	92 awards \$759,112,258
Service-Disabled Veteran-Owned	4 awards \$37,762,313	27 awards \$179,376,165
Small-Disadvantaged Business Concerns	9 awards \$203,290,649	81 awards \$705,682,888.14
Women-Owned	2 awards \$31,850,616	102 awards \$801,034,067
8(a)	3 awards \$67,061,378	58 awards \$474,969,038

# SeaPort-e Small Business Subcontracting Results

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Category	NAVAIR	Virtual SYSCOM
Small Business	50%* - \$33,177,529	47.80% - \$132,016,672
Veteran-Owned	7.32% - \$4,889,842	8.65% - \$28,056,164
Service-Disabled Veteran-Owned	2.91% - \$503,674	1.45% - \$4,220,472
Small-Disadvantaged Business Concerns	9.18% - \$3,067,819	9.22% - \$29,207,234
Women-Owned	3.76% - \$2,355,049	8.40% - \$27,125,048
Hub Zone	1.83% - \$6,541,210	0.95% - \$13,206,611

\*Note: percentages based on the average subcontracting percentage per action

# NAVAIR...FY07 and Beyond

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- **Renew about 20% of our CSS contracts each year**
  - Within 5 years, all competitive CSS for engineering, program management and financial support (1.0, 4.0, 5.0, and 7.8) should have evolved to Seaport-e
- **“Non-mandatory” actions will evolve to Seaport-e during that time as well**
  - Logistics suite of contracts is a prime example
- **There will be hundreds of orders with total obligations in the hundreds of millions across numerous functional areas**

**\$800M Potential Seaport-e Business**



# Takeaways

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- **Work with your local Small Business Reps**
- **Get onboard SeaPort-e**